

To Prospective Bidders,

Subject : Requirement of services to create database of the investment projects in USA and its territories.

Please find below various submitted questions and answers related to subject solicitation.

QUE: Our understanding is that the project requirement is to create a database of existing projects (Indian investments) in the US. We will not capture any potential projects which we might be aware of through our sources or has been announced in the press. Also, if one company has made multiple investments (Tata Group, Essar etc.) will that be counted as different or one?

ANS: We will need the contractor to approach all 50 states in the U.S. (Economic Development Authorities) and request each state to provide projects open for investment in their states. So the database will have only potential investment projects not the existing ones.

QUE: How many projects is FCS expecting in the database? Will we provide the database in the Microsoft Excel format?

ANS: We would like to see 100+ projects, and the Excel format will be fine. We anticipate that only a handful of states (6-7) will provide their content for the database.

QUE: In some cases, we may not have the investment value however we may be able to quantify that it's more than US\$1 million. Hope that's ok.

ANS: It is OK. We do not want to attract EB5 projects so we put the value over \$1 million.

QUE: In some cases, we may note that the contact details of the owner/promoters, however we can provide contact details of his/her office. However, will we need approval of FCS to use its name and state the purpose of this exercise to collect this information? Similarly, in case of location, do we need to specify location of investment project in the US or location of Indian company head office in India?

ANS: Please specify local investment location in the U.S. with the business contact information if a company is interested in the investment opportunity.

QUE: In the scope documents its mentioned that "Database will be available to all participants and guests attending the events during the Road Show (whether distributing CDs or brochures or making online access available". Do we need to prepare 1 CD or put the database online or we need to prepare multiple copies of the database? If latter, please let us know the total number of expected participants at all events and how many copies of brochure/CDs need to be prepared. This will impact our timeline and cost of service.

ANS: FCS prefers an online facility with access through password so the online access information can be given to the participants. We will need a 600 flyers which will have information about the database, how to access it and may be couple sample projects. FCS will need three CDs for each of the locations of the Road Show.

QUE: Our understanding is that supplier is not expected to invite these existing Indian investor companies to these road shows. If yes, what would be the exact dates of these road shows at each city in December 2012.

ANS:

| | |
|------------------------|--------------------------------|
| Sunday December 9 | Arrive Mumbai |
| Monday, December 10 | - Mumbai |
| Tuesday, December 11 | - Mumbai – Travel to Bangalore |
| Wednesday, December 12 | - Bangalore – Travel to Delhi |
| Thursday, December 13 | - Delhi |
| Friday, December 14 | Delhi -- Back to U.S. |

QUE: In scope “Contractor may include its business contacts and potential investors as guest for all of the Road Show events; provided that such guests or investors are preapproved by FCS India”. We can invite a number of business contacts and potential investors at these events, about 50-70 at each location should be possible. However, when would FCS need the list to approve and is this a separate project or part of the same assignment? When are these road shows in December? We will need more time to get potential investors and this may not be possible by Nov. 15th, 2012.

ANS: We believe that the Road Show participation will afford the contractor to network and promote its services to investor community and project promoters. FCS will welcome any participation level from the contractor aside from the database. The contractor will be free to invite their own clients as guests to the Road Show events, and also give a presentation about its services to the audience. The vendor who will be awarded this job can complete it by November 30, 2012.

QUE: What is the budget allocated for this work or FCS looking for lowest price? How will the quality be monitored in case of lowest bids?

ANS: The proposal should be as per your best possible cost base on the scope of work shared. The proposal will be judged on the basis of lowest cost technically acceptable.

QUE: When are the results expected to be announced for the project bid. This will help us in preparing staffing and other resources for the project.

ANS : The shortlisted vendor will be notified as soon as possible after the close of due date and time.

QUE: Are we required to submit/fax a full proposal or just the solicitation page which has US embassy address on top right corner.

ANS: The American Embassy would like to receive information electronically via email about the management plan and capabilities of the contractor and the staff who will be working with us with the response to solicitation giving enough detail for us to know who we will be working with.